3:36 PM

MISCELLANEOUS OPB KITS

2/19/99

MONTH/YEAR:	1998/1999	1998/1999	1998/1999	1998/1999	1998/1999	1998/1999	1998/1999	1998/1999
BRAND:	Parliament	Parliament	Parliament	Parliament	Parliament	Parliament	OPB	OPB
PROMOTION NAME:	Permanent Display Kit	Change Mat Kit	Door Open/Close Sign Kit	Register Open/Close Sign Kit	Register Clock Kit	Universal Header Kit	9Wide Display Kit	6Wide Display Kit
KIT NUMBER/MIDAS POS#:	43504/03675	10678/80854	76723/10568	76707/76708	76804/65058	47701/07478	04001/75648	04002/75649
ORDER DATE INFORMATION								
(Source: Trade Marketing Fact Sheet)								
Available to Order Dates:	5/11/98-12/31/99	5/11/98-12/31/99	5/11/98-12/31/99	5/11/98-12/31/99	5/11/98-12/31/99	5/11/98-12/31/99	5/11/98-12/31/99	5/11/98-12/31/99
Distributor Due Dates	3/30/98-5/8/98	N/A	N/A	N/A	N/A	N/A	N/A	N/A
In Field Dates:	6/3/98-12/31/99	6/3/98-12/31/99	6/3/98-12/31/99	6/3/98-12/31/99	6/3/98-12/31/99	6/3/98-12/31/99	6/3/98-12/31/99	6/3/98-12/31/99
Ordering Window Re-Opened? (YES/NO)	NO	NO	NO	NO	NO	NO	NO	NO
***If Yes, New In Field Dates:*								
# of Days Remaining in Ordering Window	*315*	*315*	*315*	*315*	*315*	*315*	*315*	*315*
KIT UTILIZATION INFORMATION								
(Source: MAS/SPMD System as of 2/19/99)								
Total Kits Allocated	1306	4455	2848	4996	1882	1002	100907	54800
Open Customer Orders	0	10	0	6	30	0	22	14
Total Kits Shipped To Date	1229	3954	1852	4655	1723	981	97373	54379
Utilization Percentage (%)	*94.10%*	*88.98%*	*65.03%*	*93.29%*	*93.15%*	*97.90%*	*96.52%*	*99.26%*
# of Kits Remaining	77	491	996	335	129	21	3512	407
REGION UTILIZATION BREAKDOWN								
(Source: PM's MIDAS POS System as of 2/19/99)								
REGION 1 Allocations Received	647	0	0	0	0	661	22100	11490
REGION 1 Allocations Shipped	574	0	0	0	0	640	21702	11321
Utilization Percentage (%)	*88.72%*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*96.82%*	*98.20%*	*98.53%*
REGION 2 Allocations Received	568	0	0	0	0	254	23807	9250
REGION 2 Allocations Shipped	568	0	0	0	0	254	22636	8969
Utilization Percentage (%)	*100.00%*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*100.00%*	*95.08%*	*96.96%*
REGION 3 Allocations Received	0	0	0	0	0	0	17629	9316
REGION 3 Allocations Shipped	0	0	0	0	0	0	16954	9143
Utilization Percentage (%)	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*96.17%*	*98.14%*
REGION 4 Allocations Received	85	0	0	0	0	85	20528	12136
REGION 4 Allocations Shipped	86	0	0	0	0	86	19928	12081
Utilization Percentage (%)	*101.18%*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*101.18%*	*97.08%*	*99.55%*
REGION 5 Allocations Received	0	0	0	0	0	0	16747	12608
REGION 5 Allocations Shipped	0	0	0	0	0	0	15901	12575
Utilization Percentage (%)	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*94.95%*	*99.74%*
MILITARY Allocations Received	0	0	0	0	0	0	96	0
MILITARY Allocations Shipped	0	0	0	0	0	0	96	0
Utilization Percentage (%)	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*#DIV/0!*	*100.00%*	*#DIV/0!*
SHIP TO DESTINATIONS								
% Of Kits Shipped to Distributor	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
% Of Kits Shipped to Retail	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
% of Kits Shipped to Home/Depots	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

2071416356

Source: https://www.industrydocuments.ucsf.edu/docs/ztlm0004